



Total  
Talk



May/June 2016

## Is Solar Power for You?

Photovoltaic (PV) solar panels are a serious option to consider when building your new home. Historically, early adopters of these systems did so more for the feel good factor and energy independence than for the financial return. However with the ongoing reduction in solar panel prices and their increasing conversion efficiency, the pay back period for many solar systems is now down to about 7 years (compared to 20 years when they first came out). Of course this period depends on many individual factors such as local power prices, sunlight hours, your energy usage patterns, installation costs, as well as the price received when selling generated power back to the grid (grid-tied system).

One key factor determining the pay back time of your PV system is how much of the power generated you can use at the time it is generated. Unfortunately for most people, most of the day's sunlight shines when they are at work, and not on a cold winters night when they turn on the lights, cook and heat their home - meaning they can't take advantage of the solar panels during that period. On the other hand if you are retired or work from home you can make more efficient use of your generated power and will see a faster pay back period.

It therefore pays to fully understand your own power usage patterns when you are considering installing solar panels, as the savings figures quoted by suppliers are often the best case scenarios and may not reflect your own situation.

## Pricing Strategy - Fast Tips

Pricing your home can be scary - here are a couple of important things to keep in mind when setting your price:

### Price it to be found in real estate searches:

Most buyers tell their agent they want a three-bedroom home in a certain neighborhood under \$500K (or some other dollar amount). They then set up an automated buyer search for properties under \$500K. But if a home is listed at \$520K, that buyer will miss it. So, if your list price is higher out of the gates, you may miss a segment of buyers who could have been perfect for your home. As they say "Price it low watch it grow, price it high watch it die."

### Pricing is an ongoing discussion

Ultimately, listen carefully to your agent's pricing strategy. It's our job to know what works and doesn't. And as with any strategy, be prepared to have an ongoing discussion about pricing with your agent.

Pricing a home isn't a "set-and-forget" procedure. A lot of factors can come into play when selling or buying a home, and not all of them can be anticipated. If you can be flexible and react quickly to changing marketing conditions or new information, you're more likely to get the best price with the least stress.



## 1% Myths Exposed

**Definition of 'Myth':** "an invented story, idea, or concept"

Myth 10: "Other people still use 3.95% real estate companies... so there must be a catch"

### THE TRUTH:

While there are still some people who do not realise that there is a company like Total Realty offering them an alternative, there are others who simply believe it is too good to be true. This is why we say: Don't take our word for it - take a look at what our clients are saying:

"We know that Total Realty only charge 1 % commission, but we never felt like the service they gave us was second rate, we were **always** provided with outstanding and professional service."

## Brain Workout - Sudoku

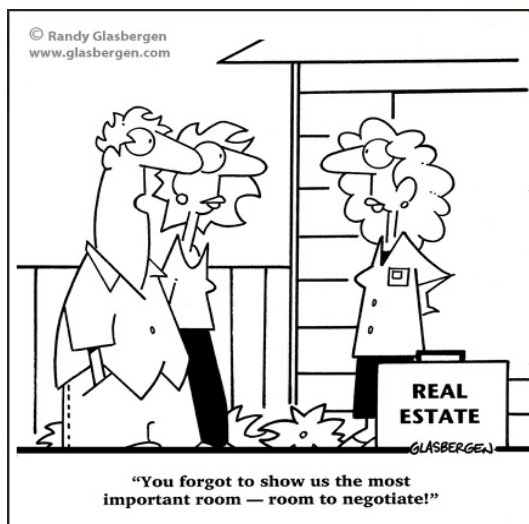
*Can you work out this "Hard Sudoku"?*

Fill in the numbers from 1 to 9 without repeating any in a row or column, or 3x3 square!

Good Luck.

		7		5				4
1					3	7	9	
		4	9					
	6			3				8
		2				1		
3				4			5	
					5	8		
	4	1	8					3
5				2		6		

## Laughter is the best medicine



*"Thinking of selling? Call us today!"*

**Rachael Cone**, AREINZ  
Manager  
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## Stats - FROM THE - Street

### Median Sale Prices

May 2016 (vs May 2015)

<b>National</b> (+10.0%)	<b>\$506,000</b>
<b>Christchurch</b> (+7.8%)	<b>\$455,000</b>
<b>Rangiora</b> (+1.2%)	<b>\$441,250</b>
<b>Timaru</b> (+9.5%)	<b>\$312,000</b>
<b>Nelson</b> (+12.9%)	<b>\$436,175</b>
<b>Richmond</b> (+21.7%)	<b>\$505,000</b>
<b>Dunedin</b> (+8.0%)	<b>\$307,000</b>

### What people are saying about us

"A different perspective on selling from traditional methods. They told us where our house sat (in reality), not what they thought we would like. I like the decisive, confident plans to sell our home.

In 9 months of marketing with another company we did not even get one offer.

Within 3 weeks with Total Realty, a contract arrived and we sold our home. Just perfect, thank you."

**N James & R Faith**